

# Czech Trade Focus

*News from the Czech Commercial Offices in the United States / October 2007*

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## ECONOMIC BRIEFS

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**The foreign trade surplus** in the Czech Republic has reached 14.4 billion CZK (\$756 million) this past September, 7 billion CZK (\$377 million) more than a year ago. It is the highest September surplus in the history of the Czech Republic (since 1993) and the second highest surplus this year. Czech foreign trade surplus for January-September increased by 34.8 billion (\$2 million) on the year to 69.5 billion (\$4 million). A better balance of trade in machinery and transport equipment and a lower deficit in trade in mineral fuels had an effect on these numbers.

**The Czech unemployment rate** calculated by International Labour Organisation (ILO) methodology dropped by 1.9% year-on-year in July-Sept to 5.2%, the lowest figure since end-1997, according to the Czech Statistical Office. The number of the jobless dropped by 98,300 to 266,700 (of whom 146,900 were women). Overall, 4.94 million people had jobs in the third quarter, 102,800 more year-on-year. Employment was at its highest in the last ten years.

**Grains, potatoes, corn and rapeseed harvests** are expected to be up year on year, while sugar beets, poppies and sunflower seeds are expected to be down slightly. That's in line with new realities facing the Czech Republic in the EU, where grains and potatoes do not face as much competition as sugar production. Grain harvests should reach more than 7 million tons, growth of close to 11%. The potato harvest is expected to grow close to 14% and rapeseed is expected to increase 18%.

**Building societies** will be able to offer state-subsidized loans and savings plans to students beginning in 2009, according to a recent agreement signed between the Education Ministry and the Association of Czech Building Savings Banks. The state would contribute up to 25% of students' savings each year.

**The Czech Republic has an IT market** with an incredibly motivated, skilled workforce, with great understanding of the market and in terms of languages spoken. The Economist magazine's "IT Competitiveness Index" ranked the Czech Republic in the top 30 global locations.

**All fueling stations in the country** must now mix 2% biodiesel into their normal diesel fuel, thanks to regulations that came into effect September 1. Analysts expect the addition, which comes in accordance with a European Union directive, could cause modest increases in the price of diesel.

**Production of passenger cars and light utility vehicles LUVs** increased by 7.7% to 679,378 units in the Czech Republic in January-September. Sales in the Czech Republic stagnated, while exports jumped by over 10% to 643,969 vehicles. Skoda Auto produced 448,606 cars in Q1-3. Of the number, 414,381 cars were exported. The highest growth was seen in the category of motorcycles and mopeds where production jumped by 223% to 1,628 units. Their exports soared by 423% to 1,491 motorcycles. All the motorcycles were made by Jawa Tynec.

**Prague** is the easiest place to find work of all European Union cities, according to a Eurostat survey. Prague's sister city Bratislava ranked seventh in the poll; Copenhagen and Dublin ranked second and third, respectively. Unemployment in Prague was about 2.5% in August, with 75% of respondents saying it is easy to find a "good job" in the city.

**Unemployment among Czech school leavers** this year was the lowest in the past ten years. In September, 31,188 unemployed school leavers were registered in the Czech Republic, which is 8.6% of the total number of the jobless. A year-on-year number of unemployed school leavers dropped by more than 10,000.

**Bankruptcy numbers** in the Czech Republic will decrease slightly to an estimated 1,250 cases this year from 1,278 a year ago and should remain unchanged in 2008.

**The Czech Republic belongs to the EU countries with the lowest share of women working part-time.** Almost one-third of women and one in 12 men work part-time in the EU on average, while in the Czech Republic it is only 9% of women and one in 50 men. The average employment rate in the Czech Republic is 74% of men (EU average is 72%), and 57% of women, which is the same as the EU average. Most women employed in the Czech Republic work full time. Part-time work is most often used by women with small children.

**Prague** is the only city in the country with a standard of living higher than the EU average, according to a recent Eurostat survey. That standard comes with a price, however — only 16% of respondents said the city had good housing at reasonable prices. Prague's per capita wealth is close to 140% of its EU neighbors, based on a broad index of consumer goods and services.

**The Finance Ministry has approved the proposal by Ceska posta,** the Czech state-owned Post Office, to raise prices of some of its services as of 2008.

**The Czech Republic lags behinds many of the European Union's other new member states in its drawing of structural funds** for 2004–06. The country had only capitalized on 46% of the funds available to it; only Cyprus and Latvia were worse, at 41% and 45%, respectively. Funds can be drawn until 2008.

**The Czech National Bank** has raised its inflation forecast for 2008, with overall inflation expected to sit between 4.4% and 5.8% by September 2008. In its July forecast, the bank had projected inflation between 3.5% and 4.9% for the same month. The increase is attributed to higher regulated prices and tax rates.

**Austria will open its labor market to skilled workers from the Czech Republic** in over 50 different fields. The move, effective January 1, 2008. Workers from other new EU member states will also be eligible for the program.

**Residents of the Czech Republic pay the highest banking fees** in Central Europe, about 82 EURO (\$116/2,254 CZK) annually. The lowest fees are in Slovakia, at 44 EURO (\$64/1,184 CZK), while Poles and Hungarians spend 65 EURO (\$94/1,750 CZK) a year.

**Czech farmers** will post a profit of some 9.5 billion CZK (\$518 million) this year, against last year's 7 billion CZK (\$377 million), according to estimates of the Agricultural Association (ZS). The improvement is explained by higher subsidies and higher prices paid for grain and rapeseed. On the other hand, the fall in the price of pigs and cattle will have the opposite effect. The Association of Marginal Regions is more optimistic and estimates the profit at 13 billion CZK (\$700 million) to 15 billion CZK (\$808 million).

**Electricity prices** will rise approximately 10% for households and small companies next year, the country's dominant power utility, according to CEZ. Larger companies will face an even larger increase, up to 25%. The prices were determined by trading on the country's new energy exchange. The rise could have catastrophic effects for small businesses, the Economic Chamber warned.

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## THE CHANGING OF THE CZECH INDUSTRY

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The Czech industry is beginning to change. It is becoming "lighter" as it shifts towards sectors with higher added value and more resounding exports. Production is consuming less energy, being less devastating to the environment, and adding more value. Moreover, one half of the industrial production and more than one half of manufacturing industry products are exported. The share of revenues from exports in the total revenues of industry increased from 37.5% in 2000 to 48.5% in 2006.

Within the industry, employment is increasing. Currently, 1.3 million or one third of the total number of employees in the Czech Republic work in industry in approximately 150, 000 industrial enterprises. The annual revenues from the sale of their products are approximately 3.4 billion CZK (EURO 127 million).

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## INVESTMENT BRIEFS

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**The Italian company Iveco** is planning to supply spare parts for its busses to Central and Eastern European countries from its logistics centre in Vysoke Myto, in which the company is investing approximately 100 million CZK (\$5.4 million). A further investment of 200 million CZK (\$11 million) in the factory paint shop is expected. The plant should produce over 3,000 vehicles per year.

**Koito,** a Japanese producer of automobile headlights, is planning to construct a second factory in the Czech

Republic, probably in the vicinity of Zatec. The new plant could open in 2009, potentially doubling the company's capacity in the Czech Republic to two million units per year. The increased capacity will cover the growing demand on the part of carmakers Renault, Porsche and Volvo. Koito opened its headlight plant in Zatec in September 2002 and currently employs approximately 500 people.

**The German firm Bayer MaterialScience** has acquired Brahe, a Czech manufacturer polyurethane

products. The firm, which belonged to the TP Holding concern, will bear the new name BaySystems Central Europe. The transaction should be completed in the fourth quarter of this year.

**The municipality of Nymburk** is preparing an expansion of its industrial zone to the north of the city primarily due to additional planned Chinese investment. The Chinese company Yuncheng Plate Making has shown interest in this location and Changhong Europe Electric, which has produced

plasma screen televisions in Nymburk since March, is planning to expand its production there.

**Guardian Automotive**, which manufactures windown and other components for automobiles, will build a new facility in the Krupka industrial zone near Teplice. The firm will manufacture plastic parts for the automobile industry. Guardian will invest approximately 600 million CZK (\$32 million) and create roughly 230 jobs, 190 of them in manufacturing, in the Krupka zone. The firm will begin

construction at the end of this year; completion is scheduled for the end of 2008.

**Spain's Alubec Iberica** will build a facility for the production of auto mobile components in the Benatky nad Jizerou industrial zone. The firm expects to begin construction at the end of this year and completion is scheduled at the end of 2008. The firm intends to invest at least 200 million CZK (\$11 million) and to create nearly 40 jobs.

**The two factories of the Japanese companies IPS Alpha Technology Europe, s.r.o. and Hitachi Home Electronics Czech, s.r.o.**, in the Triangle industrial zone in Zatec commenced production. The two companies shall employ 4,000 workers. Currently, they employ 1,200 people. IPS Alpha plans to invest about 3 billion CZK (\$162 million) in the Czech Republic. Hitachi wants to invest 1.73 billion CZK (\$58 million) in Zatec.

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## PRIVATIZATION OF BUDEJOVICKY BUDVAR

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The Czech government has decided to privatize its world famous state owned brewery, Budejovicky Budvar NP. Budejovicky Budvar was founded in 1895 in the Czech city of Ceske Budejovice (the city was called Budweis by the Germans) and has become a source of national pride. Nevertheless, Czech pride goes much further back in history as beer has been brewed in that region since 1265 and, hence, is widely claimed to be the original founding home of the Budweiser. It is currently the third-largest Czech brewery with 2006 production levels at 29.9 million gallons, of which 14.3 million gallons exported to 50 countries in same year. It had a 178 million CZK (\$9.6 million) net profit last year. This year, Budejovicky Budvar has already been showing great sale results. More specifically, in this year's first six months, there has been an annual increase by 10.85% compared to the same time period in 2006. Nevertheless, privatization could help the brewery to expand even further according to analysts.

Speculations have arisen that this would be a tempting, lucrative purchase opportunity for Budvar's rival, the US company Anheuser-Bush, which produces America's national beer brand called Budweiser. The two companies are locked in legal disputes around the world over trademark rights to the Budweiser name. With the buy, the Americans would solve this situation forever.

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## COMPANIES AND BUSINESSES

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**The American coffee chain Starbucks** will open its first store in Prague next year at Arkady, a new shopping center in Pankrac. The store will be operated by the Polish company AmRest, which is also looking for locations in the city center. The long-rumored entry of Burger King could also come soon.

**Czech Airlines** is on track to meet its projected goal of turning a 42 million CZK (\$2 million) profit this year after losing 397 million CZK (\$21 million) last year. Once the airline's restructuring is completed next year, the government plans to privatize the company.

**Komerční banka** has won a contest for the best bank in the Czech Republic this year. Komerční also won the Bank of the Year award in 2004 and 2005. Last year, the award went to Ceska sportelna.

**Czech brewer Plzensky Prazdroj AS**, a unit of the world's third-largest

brewer SABMiller PLC, plans to expand the number of beer vending machines on the local market.

**The cargo division of the state-controlled railway company Ceske drahy (CD)** will be spun off into a separate company this December. The company's cargo division is the fifth largest in Europe and ran a profit of 1.5 billion CZK (\$81 million) last year. CD hopes that it can then gain increased subsidies for its passenger division, which consistently loses money.

**The Czech Republic has the highest percentage of businesses to total population** in the entire EU. Over 2.4 million firms, self-employed people and cooperatives are registered in the Czech Republic, or 24% of the country's population.

**KKCG Oil & Gas** has agreed with Britain's Regal Petroleum on a joint venture aimed at entering the Ukrainian mining sector. KKCG will invest 6 billion CZK (\$323 million) in

the venture, gaining a 50% share in gas reserves that are estimated to contain the equivalent of 169 million oil barrels.

**The government has sold a total of 1% of energy giant CEZ** as part of its planned partial privatization. The stocks, sold on the Prague Stock Exchange and almost wholly purchased by CEZ itself, netted the government 7 billion CZK (\$377 million). The state plans to sell 7% of the company; its share prior to the sale stood at 67.61%.

**Prague's Imperial Hotel** has joined the ranks of five star hotels in the capital. The hotel reopened after a two year renovation, costing 0.5 billion CZK (\$27 million).

**Skoda Praha**, a subsidiary of CEZ, has signed a memorandum of understanding to build a massive coal plant in Vietnam worth some 56 billion CZK (\$3 billion). The deal is the most significant of several large contracts that came about during the recent visit

of Vietnamese Prime Minister Nguyen Tan Dung to Prague; the deals totaled 65 billion CZK (\$3.5 billion) in all.

**The merger between the Icelandic investment bank Straumur and the Czech brokerage Wood & Company** has been approved by the Anti-Monopoly Office. Straumur, Iceland's largest investment bank, will purchase up to 50% of Wood & Company, helping finance its expansion into new markets.

**The largest Czech lottery company Sazka** has entered into exclusive cooperation with the Ukrainian national lottery. It is its first attempt to expand abroad.

**The Czech piano manufacturer Petrof** has won an arbitration award worth more than 2.6 million CZK (\$140,000) from its long-time former import partner in the United States, Geneva International Corporation. The two had been arguing over last year's supply of pianos to the United States.

**Skoda Transportation** is working on a new tram model for Prague's public transportation system, called the 15T, which should be designed by the end of this year. The Plzen-based company will begin testing the trams next year and supply a first shipment of 250 cars in 2009.

**Czech real estate developer ECM** has agreed to purchase the Globe Plaza shopping center in Beijing, China, an investment totalling 220 million EURO (\$297 million/6.1 billion CZK). ECM is believed to be one of the country's first large real estate developers to expand into China. The project, which includes an adjacent office complex, will open in 2009.

**The Austrian firm Kapsch** will extend its microwave electronic tolling system to all motorways built in the country by 2017. Kapsch's tolling system currently covers 980 kilometers (378 miles) of motorways; thus, the motorway system should double in length.

**Czech Airlines (CSA)** plans to launch new direct flights from Prague to the east next year, for instance to Kazakhstan's Almaty, Georgia's

Tbilisi, Russia's Rostov on Don and Syria's Damascus.

**General Electric Aviation**, one of the world's leaders in jet engine manufacturing, is purchasing the Prague-based manufacturer Walters Engines.

**The Czech oil company MND** has purchased majority shares in two Russian oil firms specialized in oil exploration. The two companies, Nikolaevkanefit and VostokInvestNefit, hold three exploration licenses between them. MND did not disclose the size of the investment, but it is expected to be worth hundreds of millions of crowns.

**The dominant energy company CEZ** is planning to invest some 100 billion CZK (\$6 million) on upgrading existing and constructing new coal-fired power plants within the next six years. It wants to renovate 10 plants and build three new plants, while cutting carbon dioxide emissions 15% through the renovations. CEZ operates 13 coal plants domestically.

**Czech car maker Skoda Auto** plans to introduce almost 50 extra shifts in its plants in 2008. Unions are willing to accept the shifts if Skoda staff receive relevant financial remuneration. Skoda plans to produce around 800,000 cars in 2008, a growth of 200,000 cars year-on-year.

**Czech bank Ceska sporitelna**, which has the largest number of clients in the country, raised net earnings by 10.5% to 8.12 billion CZK (\$431 million) in the first three quarters of this year from 7.35 billion CZK (\$379 million) a year ago.

**Lakshmi Mittal**, owner of ArcelorMittal Ostrava, has come to an agreement with the Czech Republic over the disputed privatization of Vitkovice Steel. Mittal had been seeking 25 billion CZK (\$1.347 billion) in compensation from the state. The parties have now agreed to form an expert committee, with representatives from the Finance Ministry and Mittal, which will barter an agreement.

**Shares of the used-car dealer AAA Auto** began selling on the Prague Stock Exchange on September 24 at 2

EURO (\$2.80/55 CZK) each. It was the first initial public offering on the exchange in 2007, and should net the company some 39 million EURO (\$57 million/1 billion CZK) toward its expansion.

**Czech film distributor Bontonfilm** is looking for a buyer after reporting a net profit worth 32.7 million CZK (\$2 million) from 2006. That followed a 38.2 million CZK (\$2 million) loss the year before. Sales are up at the company as Bontonfilm raised its share on the DVD and videotape market to 52% in 2006 from 35% the year before.

**The Jih farm cooperative** will cancel its milk delivery deal with the Madeta dairy by March 2008 unless Madeta raises its purchase price. The cooperative is seeking 9.80 CZK (60 U.S. cents) per liter, while Madeta is offering 9.50 CZK (50 U.S. cents). Jih provides 40% of Madeta's daily milk needs, and says it can get much better prices in Germany.

**The publisher of the daily newspaper Mlada Fronta Dnes** will launch a free daily business newspaper, called E15, in late November. E15 will be partially modeled on London's City A.M. newspaper and should have an initial circulation of 50,000. The move could add pressure to an already tight print market.

**The Czech power producer CEZ** placed a bid in a tender for the construction and operation of two units at the nuclear power plant Cernavoda in Romania. The project worth some 2.2 billion EURO (\$3 billion/60 billion CZK) counts on the construction of two units with installed capacity of 720 megawatts. The units could possibly be put into operation in 2014 to 2015 after about a five-year construction period.

**Aero Vodochody**, the Czech aircraft maker, and Latecoere Toulouse of France have signed a 1 billion CZK (\$54 million), five-year contract for Aero to provide parts to France's commercial jets. The new deal is expected to create about 150 jobs at Aero and its subsidiary Technometra Radotin, with Aero expecting to post profits of more than 200 million CZK

(\$11 million) this year because of new contracts and streamlined operations.

**Ryanair**, Europe's largest budget airline, will begin operating daily flights from Prague's Ruzyně Airport to Dublin this November. The airline expects more than 100,000 passengers to fly on the route in its first year. Irish tourists are the biggest spenders when

they visit, laying out an average of 2,800 CZK (\$151) a day.

**The financial group PPF** has purchased a 5% stake in Russia's Nomos Bank. PPF and Nomos are planning to start a joint venture for the Russian banking market this fall, with PPF wholly purchasing Nomos in time.

Analysts value the 5% share at 1.6 billion CZK (\$86 million).

**Budweiser Budvar Dark Lager** was appraised by the Czech expert public, as it came second in the 'dark lagers' category of the Expert Beer Tasting within the 2007 Zatec Final Hop Picking Celebration. 175 beers of 36 breweries were evaluated in 10 categories this year.

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## CZECH FURNITURE INDUSTRY

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Furniture production is an important sector of the Czech manufacturing industry. The production is based on wood mass, which is a domestic, environmental friendly raw material. The quality of the furniture products is very high and largely comparable to that of leading foreign manufacturers. This industry is especially known for its kitchen sets, bentwood furniture, and upholstered and office furniture. The newest trend in upholstered furniture making concerns accurately designing and manufacturing products corresponding to their specific functions and personal needs of each customer.

Approximately 5.3% of the Czech labor force was in the furniture industry in 2006. These manufacturers are spread throughout the country. Specifically, there are more than 530 furniture manufacturers with 10 or more employees and 7 large manufacturers with over 500 workers. Moreover, one company has more than 1,000 employees.

Czech furniture is greatly demanded domestically and largely exported. In 2006 alone, 1.57 billion EURO (\$2 billion/29 billion CZK) of Czech furniture exports reached foreign markets. In the same year, Czechs imported furniture products amounting to 817 million EURO (\$1 billion/22 billion CZK). Hence, a favourable trade balance in the furniture industry has benefited the Czech Republic's economy.

### Survey of Successful Companies Operating in the Furniture Industry

**NADOP- VYROBA NABYTKU ORECHOV, s.r.o.:** NADOP is a family run business operating on the furniture market since 1990. Its broad production programme covers made-to-order kitchens as well as furniture for living rooms, bedrooms, children's rooms, student rooms, dining rooms, cloakrooms, and other interior pieces. NADOP employs NC machines and machining centres, and assembly packing lines. The company also makes solid wood furniture and operates its own veneer mill, modern paint shop using high-gloss varnish spray technology, as well as an upholstery workshop and a development workshop. [www.nadop.cz](http://www.nadop.cz)

**Falcon EU, a.s.:** The company is a traditional manufacturer of solid beech bentwood chairs, armchairs, and tables for restaurants, hotels, cafes, boardrooms, etc. Falcon EU products are characterised by the use of first-class beech wood in their manufacture and by precision workmanship based on the use of CNC machines. The range comprises a wide array of products, from simple models to complicated pieces for customers with high expectations. Of special interest are the company's custom-made products based on drawings, sketches and pictures supplied by the customer. [www.falcom-eu.com](http://www.falcom-eu.com)

**Jelinek- vyroba nabytku, s.r.o.:** The company is a traditional Czech manufacturer of high-quality furniture. Products include made-to-measure orthopaedic slatted mattresses- SARA and ZORA, bedroom furniture, beds, chests, dressers made from solid wood- oak, beech. Positioning bed frames with mechanical and automatic control. Bentwood furniture- chairs: low, tall, with arm rests, tables: rectangular, oval, round, extension tables. [www.jelinek.eu](http://www.jelinek.eu)

**AHORN CZ, s.r.o.:** The company is a Czech manufacturer of slatted bed frames- an important base for mattresses to ensure a sound and restful sleep. Ahorn offers its customers advice on suitable combinations of slatted bed frame and mattress based on measuring the bed load by means of the Ahorn measuring blanket. The advantage of all the slatted bed frames is primarily their high quality, documented by several certificates, excellent service and modern design. [www.ahorn.cz](http://www.ahorn.cz)

**EXBYDO, s.r.o.:** The company was founded in 1989 and specialises in the manufacture of office, surgery, and hospital furniture. It supplies office chairs, hightech armchairs, sanitary beds and accessories. It designs every piece of furniture according to the client's individual needs, with emphasis on excellent design, ergonomics and efficiency. [www.exbydo.edu](http://www.exbydo.edu)

**HRANIPEX, a.s.:** The company has been operating on the Czech market since 1993 and is the largest manufacturer of identical furniture edges in the Czech Republic. Reliability, high quality, and identity are the cornerstones of the company's philosophy. Key products

include ABS, laminated, veneered, special and design edges, and fusible glues. Alternatively, there are packing foils, CPL laminates, FALZ edges and anti-drought foil products to choose from. [www.hranipex.com](http://www.hranipex.com)

Upcoming Furniture Exhibitions and Trade Fairs in the Czech Republic

**Bytova Show (Home Show)**

Exhibition of furniture, interior furnishings and accessories

November 8-11, 2007

Hradec Kralove- Aldis Congress Centre

Empresa, email: [empresa@quick.cz](mailto:empresa@quick.cz)

[www.bytovashow.cz](http://www.bytovashow.cz)

**For Arch Ceske Budejovice**

Building, housing, and energy exhibition

November 15-17, 2007

Ceske Budejovice

ABF, a.s. Praha, email: [cb@abf.cz](mailto:cb@abf.cz)

[www.forsystem.cz](http://www.forsystem.cz)

Official Participation of the Czech Republic in International Fairs and Exhibitions

**Dubai- Index**

International Furniture Fair

November 1-5, 2007

Dubai

Rapid, a.s., email: [office@rapid.cz](mailto:office@rapid.cz)

[www.rapid.cz](http://www.rapid.cz)

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**ECONOMIC POLICY BRIEF**

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The Industry and Trade Ministry is adding 2 billion CZK (\$97 million) to its **Eko-Energie program** for 2007–13 due to high demand for environmental subsidies. The program, which provides European Union funds for energy-efficiency and renewable-energy projects, previously had a budget of 4 billion CZK (\$216 million).

The Czech Republic will spend nearly 802 billion CZK (\$43 billion) on **transportation infrastructure projects** from 2008 to 2013. Some 150 billion CZK (\$8 billion) will be contributed from the European Union. Of the total amount, 564 billion CZK (\$30 billion) will be used for roads and motorways and 230 billion CZK (\$13 billion) for railways.

The government's plan to introduce **green cards for non-EU workers** in skilled professions should begin as soon as possible, hopefully next year. The government says the green-card recipients would be guest workers meant to ease the workforce crunch, rather than immigrants intending to settle in the country.

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**CZECH COMPANIES LOOKING FOR REPRESENTATIVES, IMPORTERS, DISTRIBUTORS**

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**AEC, Ltd.**

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Phone: +420 541 235 466

Fax: +420 541 235 038

E-mail: [marcela.parolkova@aec.cz](mailto:marcela.parolkova@aec.cz)

[www.aec-security.com](http://www.aec-security.com)

[www.phoenixrebel.com](http://www.phoenixrebel.com)

AEC, Ltd. is looking for a distribution channel in USA. Since its foundation in 1991, AEC Ltd. has grown to become one of the leading Czech producers of software and service providers for data security and antivirus protection. The AEC product range consists of antivirus and antispam protection products, certification authority implementation, electronic registry, encryption applications and data security. One of their most renowned products is TrustPort Workstation, which has earned the highest possible ratings in its class, such as the VB 100 award and AV-Comparatives Advanced+ rating.

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**HAKR Company, s.r.o.**

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 679 13 Sloup  
 Czech Republic  
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 Phone: +420 516 499 480  
 Fax: +420 516 512 913  
 E-mail: holstejn@hakrcompany.cz  
 www.hakrcompany.com

HAKR Company, the manufacturer of fireplace inserts, fireplace brickboxes and accessories would like to find a new partner or representative for long-term cooperation. It has a wide assortment of products and exports to many countries. The company holds an ISO 9001:2000 Certificate. Deliveries of complete products or metal parts are manufactured according to the customer's request.

**JOALIS s.r.o.**

Na Florenci 19  
 110 00 Praha 1  
 Czech Republic  
 Attn.: Hana Hughes – Project Manager  
 Cell: +420 602 694 288  
 E-mail: h.hughes@joalis.eu  
 www.joalis.cz

The company Joalis s.r.o. was founded in 1999. Ever since its establishment, it has been manufacturing and globally distributing unique natural remedies from the research work of Dr. Josef Jonas, the founder and promoter of modern natural health care trends.

The products are manufactured under a protected trademarks JOALIS, ABELIA and JOALIS-HELP. The main focus of our manufacturing process is the completely natural character of our products. The manufacturing process only consists of special manufacturing technologies, which gives our products their unique character and high level of effectiveness in prevention and treatment, particularly of chronic health problems.

**TRADESHOWS AND EXHIBITIONS IN THE CZECH REPUBLIC/ SPRING 2008**

01. 11. - 13. 2008

**GO**

International Travel Trade Fair  
 Organizer: Veletrhy Brno, a. s.  
 Vystaviste 1, 647 00 Brno  
 Contact person: Radek Chmela  
 Phone: +420 541 152 823  
 Fax: +420 541 153 062  
 E-mail: [rhmela@bvz.cz](mailto:rhmela@bvz.cz)  
[Http://www.bvz.cz/go-gb](http://www.bvz.cz/go-gb)

Fax: +420 233 371 517

E-mail: [panel@incheba.cz](mailto:panel@incheba.cz)[Http://www.pragobuilding.cz](http://www.pragobuilding.cz)

01. 24. - 26. 2008

**PRAGOBUILDING****PREFAB STRUCTURES**

Manufacture, delivery, execution. 1st special specialized  
 Organizer: Incheba Expo Praha  
 Contact Person: Vera Kesnerova  
 Phone: +420 220 103 622

Fax: +420 233 371 517

E-mail: [panel@incheba.cz](mailto:panel@incheba.cz)[Http://www.pragobuilding.cz](http://www.pragobuilding.cz)

01. 24. - 26. 2008

**PRAGOBUILDING****FACILITY MANAGEMENT**

7th conference and exhibition  
 Organizer: Incheba Expo Praha  
 Contact Person: Zdenek Nitsch  
 Phone: +420 220 103 301  
 Fax: +420 233 371 517  
 E-mail: [panel@incheba.cz](mailto:panel@incheba.cz)  
[Http://www.pragobuilding.cz](http://www.pragobuilding.cz)

01. 11. - 13. 2008

**REGIONTOUR**

International Fair of Regional Tourism  
 Organizer: Veletrhy Brno, a. s.  
 Vystaviste 1, 647 00 Brno  
 Contact person: Jan Silhanek  
 Phone: +420 541 152 984  
 Fax: +420 541 153 062  
 E-mail: [jsilhanek@bvz.cz](mailto:jsilhanek@bvz.cz)  
[Http://www.bvz.cz/go-gb](http://www.bvz.cz/go-gb)

01. 24. - 26. 2008

**PRAGOBUILDING****CONSTRUCTION SERVICES**

Services, outsourcing. 3rd specialized exhibition  
 Organizer: Incheba Expo Praha  
 Contact Person: Zdenek Nitsch  
 Phone: +420 220 103 301  
 Fax: +420 233 371 517  
 E-mail: [panel@incheba.cz](mailto:panel@incheba.cz)  
[Http://www.pragobuilding.cz](http://www.pragobuilding.cz)

01. 24. - 26. 2008

**PRAGOBUILDING****PRAGOTHERM**

Heating, energy and energy saving  
 35th specialized exhibition – all for heating of residential buildings  
 Organizer: Incheba Expo Praha  
 Contact Person: Zdenek Nitsch  
 Phone: +420 220 103 301  
 Fax: +420 233 371 517  
 E-mail: [panel@incheba.cz](mailto:panel@incheba.cz)  
[Http://www.pragobuilding.cz](http://www.pragobuilding.cz)

01. 24. - 26. 2008

**PRAGOBUILDING****PANEL HOUSE AND FLAT**

Regeneration, reconstruction, funding.  
 2nd special specialized exhibition  
 Organizer: Incheba Expo Praha  
 Contact Person: Vera Kesnerova  
 Phone: +420 220 103 622

01. 24. - 26. 2008  
**PRAGOBUILDING  
WINDOWS-DOORS-STAIRS**  
9th specialized exhibition of windows, doors, stairs and staircases, their accessories, parts and construction elements *Organizer:* Incheba Expo Praha  
*Contact Person:* Monika Smatova  
*Phone:* +420 220 103 464  
*Fax:* +420 233 371 517  
*E-mail:* [m.smatova@incheba.cz](mailto:m.smatova@incheba.cz),  
[okna@incheba.cz](mailto:okna@incheba.cz)  
[Http://www.pragobuilding.cz](http://www.pragobuilding.cz)

01. 24. - 26. 2008  
**ROOFS PRAGUE**  
All for roof building and renovation. 10th specialised exhibition  
*Organizer:* Roofs Prague  
*Contact person:* Jitka Rehorova  
*Phone:* +420 296 397 305  
*Fax:* +420 296 397 307  
*E-mail:* [strechy@strechy-praha.cz](mailto:strechy@strechy-praha.cz)  
[Http://www.strechy-praha.cz](http://www.strechy-praha.cz)

01. 31. - 02. 03. 2008  
**PRAGOINTERIER NEW DESIGN**  
18th international exhibition of furniture, floor covering materials, home textiles, light fittings and accessories *Organizer:* Incheba Expo Praha  
*Contact Person:* Miroslava Hollanova  
*Phone:* +420 220 103 480  
*Fax:* +420 233 337 375  
*E-mail:* [m.hollanova@incheba.cz](mailto:m.hollanova@incheba.cz),  
[pragointerier@incheba.cz](mailto:pragointerier@incheba.cz)  
[Http://www.pragointerier.cz](http://www.pragointerier.cz)

01. 31. - 02. 03. 2008  
**PRAGOOFFICE**  
Office furniture and equipment fair  
*Organizer:* Incheba Expo Praha  
*Contact Person:* Alzbeta Syrovatkova  
*Phone:* +420 220 103 482  
*Fax:* +420 233 371 517  
*E-mail:* [a.syrovatkova@incheba.cz](mailto:a.syrovatkova@incheba.cz),  
[pragooffice@incheba.cz](mailto:pragooffice@incheba.cz)  
[Http://www.pragooffice.eu](http://www.pragooffice.eu)

01. 31. - 02. 03. 2008  
**HOUSING**  
14th international exhibition of new housing possibilities  
*Organizer:* M.I.P. Group  
*Contact Person:* Monika Hrubalova  
*Phone:* +420 267 315 585-8  
*Fax:* +420 267 315 589  
*E-mail:* [hrubalova@mip.cz](mailto:hrubalova@mip.cz)  
[Http://www.mip.cz](http://www.mip.cz)

02. 06. - 08. 2008  
**MODA PRAHA**  
9th international fashion fair  
*Organizer:* Incheba Expo Praha  
*Contact person:* Jindra Konecna, Michaela Krivankova  
*Phone:* +420 220 103 794, 789  
*Fax:* +420 220 103 462  
*E-mail:* [modapraha@incheba.cz](mailto:modapraha@incheba.cz)  
[Http://www.modapraha.cz](http://www.modapraha.cz)

02. 13. - 15. 2008  
**STYL**  
International Fashion and Textiles Fair  
*Organizer:* Trade Fairs Brno a.s., Vystaviste 1, 647 00 Brno  
*Contact person:* Martina Vachova  
*Phone:* +420 541 152 760  
*Fax:* +420 541 153 060  
*E-mail:* [mvachova@bv.cz](mailto:mvachova@bv.cz)  
[Http://www.bv.cz/styl-gb](http://www.bv.cz/styl-gb)

02. 13. - 15. 2008  
**KABO**  
International Fair of Footwear and Leatherware  
*Organizer:* Trade Fairs Brno a.s., Vystaviste 1, 647 00 Brno  
*Contact person:* Martin Paul  
*Phone:* +420 541 152 824  
*Fax:* +420 541 153 060  
*E-mail:* [mpaul@bv.cz](mailto:mpaul@bv.cz)  
[Http://www.bv.cz/kabo-gb](http://www.bv.cz/kabo-gb)

02. 14. - 15. 2008  
**COSMETICS**  
International Trade Fair for Cosmetics, Hair and Body  
*Organizer:* Trade Fairs Brno a.s., Vystaviste 1, 647 00 Brno  
*Contact person:* Eva Rackova  
*Phone:* +420 541 152 742  
*Fax:* +420 541 153 060  
*E-mail:* [cosmetics@bv.cz](mailto:cosmetics@bv.cz)  
[Http://www.bv.cz/cosmetics-gb](http://www.bv.cz/cosmetics-gb)

02. 14. - 17. 2008  
**HOLIDAY WORLD**  
17th central European tourism trade fair  
*Organizer:* Incheba Expo Praha  
*Contact Person:* Libor Patocka  
*Phone:* +420 220 103 325  
*Fax:* +420 220 103 113  
*E-mail:* [l.patocka@incheba.cz](mailto:l.patocka@incheba.cz),  
[holidayworld@incheba.cz](mailto:holidayworld@incheba.cz)  
[Http://www.holidayworld.cz](http://www.holidayworld.cz)

02. 14. - 17. 2008  
**REGION WORLD**  
Combined presentation of tourism opportunities from all regions of the Czech Republic *Organizer:* Incheba Expo Praha  
*Contact Person:* Libor Patocka

*Phone:* +420 220 103 325  
*Fax:* +420 220 103 113  
*E-mail:* [l.patocka@incheba.cz](mailto:l.patocka@incheba.cz),  
[holidayworld@incheba.cz](mailto:holidayworld@incheba.cz)  
[Http://www.holidayworld.cz](http://www.holidayworld.cz)

02. 14. - 17. 2008  
**TOP GASTRO**  
2nd annual gastronomic fair  
*Organizer:* Incheba Expo Praha  
*Contact Person:* Monika Smatova  
*Phone:* +420 220 103 464  
*Fax:* +420 233 371 517  
*E-mail:* [m.smatova@incheba.cz](mailto:m.smatova@incheba.cz),  
[topgastro@incheba.cz](mailto:topgastro@incheba.cz)  
[Http://www.topgastro.cz](http://www.topgastro.cz)

02. 23. - 25. 2008  
**OPTA**  
International Fair of Eye Optics, Optometry and Ophthalmology  
*Organizer:* Veletrhy Brno, a. s. Vystaviste 1, 647 00 Brno  
*Contact person:* Bohuslava Knopova  
*Phone:* +420 541 152 818  
*Fax:* +420 541 153 063  
*E-mail:* [bknopova@bv.cz](mailto:bknopova@bv.cz)  
[Http://www.bv.cz/opta-gb](http://www.bv.cz/opta-gb)

02. 29. - 03. 01. 2008  
**WORLD OF BEAUTY & SPA - Spring 2008**  
International trade fair for cosmetics, hairdressing and healthy lifestyle  
*Organizer:* Beauty Expo  
*Contact Person:* Lenka Konecna  
*Phone:* +420 257 941 691  
*Fax:* +420 257 941 702  
*E-mail:* [info@beautyexpo.cz](mailto:info@beautyexpo.cz)  
[Http://www.beautyexpo.cz](http://www.beautyexpo.cz)

03. 05. - 09. 2008  
05. 03. - for press  
**MOTORCYCLE**  
12th international motorcycle and accessories trade-fair *Organizer:* Incheba Expo Praha  
*Contact Person:* Eva Nogolova  
*Phone:* +420 220 103 461  
*Fax:* +420 220 103 220  
*E-mail:* [e.nogolova@incheba.cz](mailto:e.nogolova@incheba.cz),  
[motocykl@incheba.cz](mailto:motocykl@incheba.cz)  
[Http://www.motocykl-praha.cz](http://www.motocykl-praha.cz)

03. 12. - 14. 2008  
**INTERNATIONAL FAIR OF STUDENT COMPANIES**  
*Organizer:* AOV  
*Contact Person:* Zdenek Varecka  
*Phone:* +420 602 310 853  
*Fax:* +420 244 403 593  
*E-mail:* [aovvystavy@seznam.cz](mailto:aovvystavy@seznam.cz)



03. 14. - 18. 2008  
**MOBITEX**  
International Fair of Living  
*Organizer:* Veletrhy Brno, a. s.  
Vystaviste 1, 647 00 Brno  
*Contact person:* Milon Mlcak  
*Phone:* +420 541 152 520  
*Fax:* +420 541 153 066  
*E-mail:* [mobitex@bvvy.cz](mailto:mobitex@bvvy.cz)  
[Http://www.bvvy.cz/mobitex-gb](http://www.bvvy.cz/mobitex-gb)

03. 14. - 18. 2008  
**PRODITE**  
International Fair of Children's  
Products  
*Organizer:* Veletrhy Brno, a. s.  
Vystaviste 1, 647 00 Brno  
*Contact person:* Radek Talafous  
*Phone:* +420 541 152 945  
*Fax:* +420 541 153 066  
*E-mail:* [rtalafous@bvvy.cz](mailto:rtalafous@bvvy.cz)  
[Http://www.bvvy.cz/prodite-gb](http://www.bvvy.cz/prodite-gb)

03. 14. - 18. 2008  
**FISHING**  
International Exhibition of Fishing  
Tackle  
*Organizer:* Veletrhy Brno, a. s.  
Vystaviste 1, 647 00 Brno  
*Contact person:* Radek Talafous  
*Phone:* +420 541 152 945  
*Fax:* +420 541 153 066  
*E-mail:* [rtalafous@bvvy.cz](mailto:rtalafous@bvvy.cz)  
[Http://www.bvvy.cz/rybareni-gb](http://www.bvvy.cz/rybareni-gb)

03. 14. - 18. 2008  
**MODELS BRNO**  
International Exhibition of Models and  
Utensils for Modelmakers  
*Organizer:* Veletrhy Brno, a. s.  
Vystaviste 1, 647 00 Brno  
*Contact person:* Milon Mlcak  
*Phone:* +420 541 152 520  
*Fax:* +420 541 153 066  
*E-mail:* [mobitex@bvvy.cz](mailto:mobitex@bvvy.cz)  
[Http://www.bvvy.cz/modelybrno-gb](http://www.bvvy.cz/modelybrno-gb)

03. 18. - 20. 2008  
**POLYGRAF / REKLAMA**  
15th international fair of polygraphy,  
paper, packaging and packaging  
technology  
15th international fair of advertising  
services, marketing, media  
*Organizer:* M.I.P. Group *Contact*  
*Person:* Monika Hrubalova  
*Phone:* +420 267 315 585-8  
*Fax:* +420 267 315 589  
*E-mail:* [hruhalova@mip.cz](mailto:hruhalova@mip.cz)  
[Http://www.reklama-fair.cz](http://www.reklama-fair.cz)

03. 27. - 29. 2008  
**SCHOLA NOVA**  
International Specialized Fair - School,  
Training and Equipment (Fair Palace  
Prague)  
*Organizer:* Trade Fairs Brno,  
Commercial Section Prague,  
Washingtonova 9, 110 00 Praha 1,  
Czech Republic  
*Contact person:* Marcela Zelinkova  
*Fax:* +420 224 210 727  
*Phone:* +420 224 228 243  
*E-mail:* [schola@bvvy.cz](mailto:schola@bvvy.cz) ,  
[mzelinkova@bvvy.cz](mailto:mzelinkova@bvvy.cz)

[Http://www.bvvy.cz/scholanova-gb](http://www.bvvy.cz/scholanova-gb)

03. 27. - 29. 2008  
**G+H**  
International Trade Fair for Hotels,  
Restaurants and Catering  
*Organizer:* Veletrhy Brno, a. s.  
Vystaviste 1, 647 00 Brno  
*Contact person:* Dusan Pelikan  
*Phone:* +420 541 152 745  
*Fax:* +420 541 153 067  
*E-mail:* [dpelikan@bvvy.cz](mailto:dpelikan@bvvy.cz)  
[Http://www.bvvy.cz/gh-gb](http://www.bvvy.cz/gh-gb)

03. 28. - 30. 2008  
**ESOTERICA**  
Trade-fair of esotherapy, spiritual  
science, healthy life style, alternative  
medicine and ecology  
*Organizer:* Incheba Expo Praha  
*Contact Person:* Ctirad Hemelik  
*Phone:* +420 220 103 555  
*Fax:* +420 220 103 505  
*E-mail:* [ctirad.hemelik@triumf.cz](mailto:ctirad.hemelik@triumf.cz),  
[esoterika@incheba.cz](mailto:esoterika@incheba.cz)  
[Http://www.veletrhesoterika.cz](http://www.veletrhesoterika.cz)

03. 27. - 30. 2008  
**BIOSTYL**  
International trade-fair of healthy  
nutrition, ecology and healthy lifestyle  
*Organizer:* Incheba Expo Praha  
*Contact Person:* Ctirad Hemelik  
*Phone:* +420 220 103 555  
*Fax:* +420 220 103 505  
*E-mail:* [ctirad.hemelik@triumf.cz](mailto:ctirad.hemelik@triumf.cz),  
[biostyl@incheba.cz](mailto:biostyl@incheba.cz)  
[Http://www.biostyl.cz](http://www.biostyl.cz)

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## CZECH COMMERCIAL OFFICES IN THE UNITED STATES

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**Czech Embassy in Washington, D.C.:** Alabama, Arkansas,  
Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi,  
North Carolina, Ohio, Oklahoma, South Carolina, Texas,  
Tennessee, Virginia, West Virginia.  
*Contact:* Mrs. Andrea Krejci, *Phone:* 202.274.9104  
*Fax:* 202.244.2147, [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz)

**Consulate General in Chicago:** Illinois, Indiana, Iowa, Kansas,  
Michigan, Minnesota, Missouri, Nebraska, North Dakota, South  
Dakota a Wisconsin.  
*Phone:* 312.861.1037, *Fax:* 312.861.1944,  
*Contact:* Borek Lizec  
[chicago@embassy.mzv.cz](mailto:chicago@embassy.mzv.cz)

**Consulate General in Los Angeles:** Alaska, Arizona, California,  
Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico,  
Oregon, Utah, Washington, Wyoming.  
*Contact:* Ms. Ludmila Kundratova, *Phone:* 310.473.0889 x.229  
*Fax:* 310.473.9813, [losangeles@embassy.mzv.cz](mailto:losangeles@embassy.mzv.cz)

**Consulate General in New York:** Connecticut, Delaware, Maine,  
Massachusetts, New Hampshire, New Jersey, New York,  
Pennsylvania, Rhode Island, Vermont.  
*Contact:* Tomas Hart, *Phone:* 212.717.5643  
*Fax:* 212.717.5064, [consulate.newyork@embassy.mzv.cz](mailto:consulate.newyork@embassy.mzv.cz)

**CzechTrade - Chicago Office** (Czech producers & Opportunities)  
*Contact:* Mr. Pavel Lacina, *Phone:* 312.644.1790, *Fax:*  
312.527.5544, [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)

**Czech Center New York**  
*Contact:* Ms. Monika Koblerova, *Phone:* 212.288.0830 x.103,  
*Fax:* 212.288.0971, [koblerova@czechcenter.com](mailto:koblerova@czechcenter.com)

**CzechInvest – Chicago Office**  
(investment opportunities in the CR)  
*Contact:* Mr. Bohuslav Frelich, *Phone:* 312.245.0180,  
*Fax:* 312.245.0183, [chicago@czechinvest.org](mailto:chicago@czechinvest.org)

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## BUSINESS AND TRADE WEBSITES

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<input type="checkbox"/> CzechTrade	<a href="http://www.czechtrade.cz">www.czechtrade.cz</a>	<input type="checkbox"/> Czech Embassy	<a href="http://www.mzv.cz/washington">www.mzv.cz/washington</a>

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